

My sales for K mart Corporation were 9.7% higher than sales in May 1983, Chairman of the Board Bernard Fauber announced May 31.

Consolidated sales for the four weeks ended May 23, 1984 were approximately \$1,609,242,000 versus \$1,466,398,000 for the same period last year.

Year-to-date sales were \$5,786,814,000, an increase of 7.1% over the \$5,401,017,000 posted for the first 17 weeks of 1983.

Comparable-store sales—those from K mart stores open at least one year—rose 8.1% this May over May 1983. Year-to-date comparable-store sales were up 5.5% this year over last year.

"Our May increase is especially encouraging because it compares with a strong May last year," Rauber said.

He noted that May sales approached the top of the range of internal projections for the month. The final two weeks of the period were particularly strong as weather improved across much of the nation, he added.

K mart apparel sales continued at an above-average rate in May, Fauber said, and gains in the hard-lines departments were also significant. Sales of outdoor merchandise were brisk.

Among the contributors to May sales were 2,157 K mart discount department stores this year, compared with 2,130 K marts last May. Also adding to sales were Designer Depot family apparel specialty stores, Kreisge and Jupiter stores, Fun's Cafeterias, Inc., and Bishop Buffets, Inc.

## POSTER CONTEST SHIFTS INTO HIGH GEAR

This year you have a chance to have a say in the way K mart's Customer Care program is presented to all employees. With your ideas and help, the corporate training department will put together a program to promote Customer Care from your point of view.

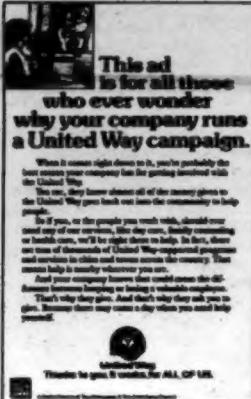
Each year 13 posters are prepared for the in-store poster program. This year the all-year poster, which remains framed in each store all year, will be chosen from employee entries.

Prizes for entries are as follows:

Rules for the contest are as follows:

1. Poster must be Customer Care oriented.

2. Submit an 8½ x 11 piece of paper explaining your approach to the topic and why you believe it to be appropriate.
3. Print your name, social security and store number on your entry together with a sketch of the wording and/or artwork you envision.
4. Artistic entries are not necessary but may be helpful.
5. Send entries to the Corporate Training Department, KIH, by August 31, 1984.
6. Decision of the judges shall be final and based on originality, aptness and appropriateness of thought.
7. One entry per K mart Corporation store employee, which includes the K mart, Kreage, Jupiter, Designer Depot, and Accents stores. All entries must be date stamped.
8. The panel of judges will be selected by the Director of Employee Relations.
9. Only store employees of the K mart Corporation are eligible to participate.
10. Second, third and fourth prize entries will be used in the monthly program.



Board Chairman Bernard Fauber, second from right, presents \$100,000 to Rud Williams, right, assistant manager of Glaziers Community Food Bank. Also present are Ed Powers, left, government relations manager and coordinator of K mart's "Feed the Hungry" program, and Carmen Martinez of Glaziers. The sample Pantry Pack in the foreground feeds a family of four for five days.

The generosity of all Detroit area K mart employees as well as KIH employees who donated to the Feed the Hungry program will long be remembered by the company as well as by the needy families in the area.

Employees gave approximately \$20,000. K mart made a corporate contribution to bring the total gift to \$100,000. This was presented to the Gleaners Community Food Bank of Detroit. The Gleaners, in turn, purchased 6,349 Pantry Packs with this money and distributed the packs in the Detroit area between May 1 and June 8.

Instead of a food drive, monetary contributions were asked for because program organizers felt that this would be the best and most efficient way to help. To col-

lect, store and distribute food ourselves would have been a monumental task. The purchasing of pantry packs provided balanced meals for a family of four for four or five days and their distribution was handled by an organization that is familiar with the area's needy.

The contents of the Pantry Packs were purchased wholesale from local suppliers, for less money than a company's employees could buy them retail and donate them. A typical pack contains meat, fish, fruit and juices, canned vegetables, dry rice, beans and pasta, oil, biscuit mix and powdered milk. With this food, it costs 78 cents to feed one person three balanced meals a day.

# WHAT DO YOU THINK OF THE CONTENTS IN THIS ISSUE?

- Good \_\_\_\_\_
- Fair \_\_\_\_\_
- Poor \_\_\_\_\_

*Employee inquiries - Return to Virginia Burns, Editor*

What other topics or developments would you like to read about in the K liner? We welcome all comments and questions.

### My inquiry is